

International Trade and Development

DELAWARE
global business

Annual Report 2008



In Memory of The Honorable Andrew G. Knox, Ph.D

The State of Delaware has lost a valued international leader in 2008 with the passing of Dr. Knox.

Dr. Knox was a true friend of Delaware with exceptional vision, foresight and understanding of how international relationships can advance the social and economic conditions in The First State.

Senator Emeritus Andy Knox founded and led The International Council of Delaware (ICD) (prior to 2000 known as Governor's International Trade Council) since its establishment. He was the Chairman of the ICD working with a Board drawn from Delaware business, higher education, and government. The ICD meetings were held quarterly always with a full agenda.

The ICD is an advisory and informational group whose mission is to expand the international capacity of Delaware through international education, arts and culture exchanges and international tourism, in recognition of the direct role of building these capacities in Delaware's economy. The ICD's primary contribution was and continues to be the growth of Delaware's global initiatives through social interactions and relations world-wide.

Dr. Knox graduated from Williams College and received his M.S. and Ph.D. in Physical Chemistry from the University of Pennsylvania. Dr. Knox began his career with the DuPont Company in chemical research. During his 27-year tenure with DuPont, Dr. Knox rose to Senior Executive position retiring in 1977. Dr. Knox served as a Delaware State Representative from 1970 to 1974 and as Senator from 1974 to 1994.

In 1985 Dr. Knox received the "Distinguished Legislative Service Award from the Delaware State Bar Association. Dr. Knox received the "Order of the First State" for meritorious service on behalf of Delaware citizens in 1994. In 2008 The Port of Wilmington Maritime Society honored Senator Knox as its 2008 recipient of the Babiarz Award for his championship of goodwill for the Port of Wilmington.



DELAWARE

International Trade and Development

Annual Report 2008

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DELAWARE GLOBAL

is an Annual Report from
International Trade and
Development, Office of
Management and Budget.

IN THIS ISSUE

Welcome Message.....	2
Delaware Exports.....	3
United Kingdom.....	4
Germany.....	6
Sweden.....	7
Japan.....	8
Italy.....	9
Israel.....	10
Vietnam.....	11
China.....	12
Taipei.....	13
Judicial Delegation.....	14
Washington, D.C.....	15
Eastern Trade Council.....	16
International Trade and Development.....	17



A MESSAGE FROM ANN VISALLI, DIRECTOR

Office of Management and Budget

Delaware's International Trade and Development Office is the one stop resource for international business assistance and information. Our staff works closely with other State of Delaware agencies and departments, organizations and institutions to develop programs to further strengthen the State's economy.

Over the last year, businesses in the State of Delaware have continued to expand in the global markets. The value of annual exports by Delaware businesses in 2008 reached approximately \$4.9 billion, an increase of approximately 22 percent from 2007 when exports were \$4.0 billion.

Delaware products can now be found in 158 countries around the world from Austria to Vietnam. In our 2007 Annual Report we mentioned the availability of Delaware poultry in Shanghai, China. In 2008 consumers in Ho Chi Minh City, Vietnam were also able to purchase Delaware poultry.

According to the U.S. Census Bureau, Delaware exports increased by \$2.8 billion or 133 percent; from \$2.1 billion in 2004 to \$4.9 billion in 2008. The fastest growing industry sectors include: pharmaceutical products, plastics, poultry, and aircraft, spacecraft and parts.



DELAWARE TRADE

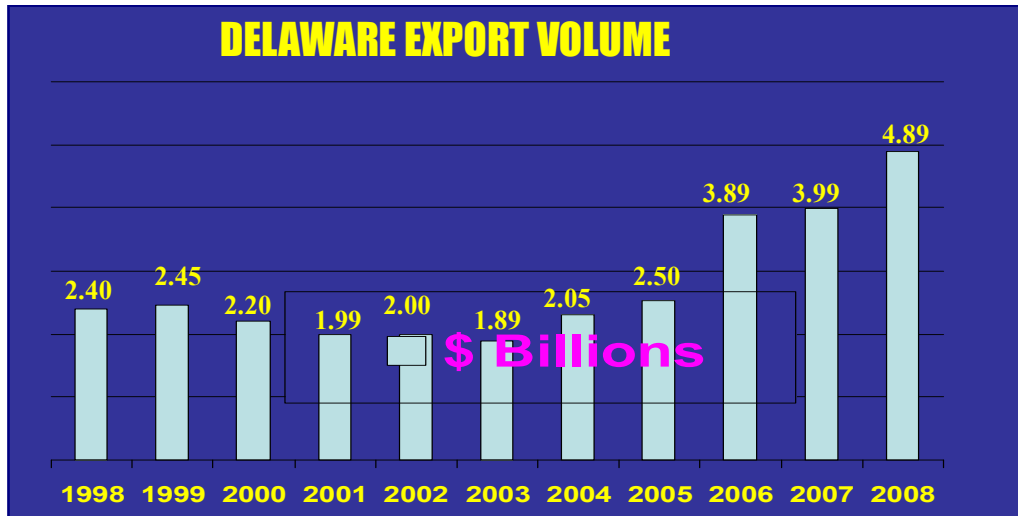
John Pastor, Director, International Trade and Development

In 2008 Delaware companies exported 90 commodities to 158 countries. Individuals continue to depend on each other to succeed in our global economy. International trade benefits all participants; no nation can survive without some level of cooperation with other nations. We are continuing our efforts to develop linkages for Delaware based enterprises with partners world-wide. Technology exchanges, export / import of products across national borders move every day. Food is one of the primary products needed for survival and Delaware's poultry exports increased by 78 percent; from \$66.1 million in 2007 to \$117.9 million in 2008. Poultry is definitely a home-grown product of Delaware; we are assured no part of the product originates from outside the Delmarva Peninsular.

The international team assisted Delaware businesses from Selbyville to Wilmington; Lewes to Seaford and points in between. We also hosted business executives and official delegations from several nations including China, Italy and Sweden.

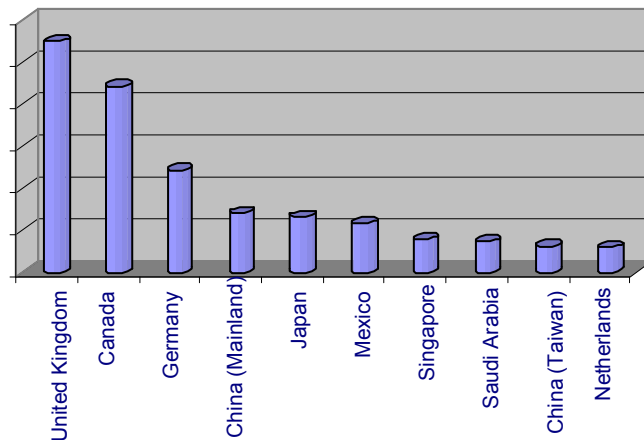
	Description	ANNUAL 2008
	TOTAL ALL PARTNER COUNTRIES	\$4,894,214,789
1	United Kingdom	1,099,431,289
2	Canada	884,790,845
3	Germany	485,643,579
4	China (Mainland)	284,124,987
5	Japan	264,264,880
6	Mexico	230,041,823
7	Singapore	155,746,816
8	Saudi Arabia	147,538,402
9	China (Taiwan)	124,667,106
10	Netherlands	118,333,787





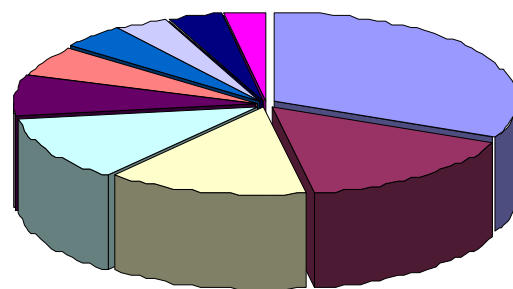
Top Ten Buyers of Delaware Exports in 2008

United Kingdom	\$1,099,431,289.
Canada	\$ 884,790,845.
Germany	\$ 485,643,579.
China (Mainland)	\$ 284,124,987.
Japan	\$ 264,264,880.
Mexico	\$ 230,041,823.
Singapore	\$ 155,746,816.
Saudi Arabia	\$ 147,538,402.
China (Taiwan)	\$ 124,667,106.
Netherlands	\$ 118,333,787.



Top Five Products Exported by Delaware Businesses in

Pharmaceuticals	\$1,301,279,895.
Plastics	\$ 619,673,801.
Optic-Photo-Medic Equip	\$ 541,122,812.
Vehicles	\$ 488,306,465.
Industrial Machinery	\$ 311,157,517.



United Kingdom

Barclays Group, London

Currently Barclaycard US employs about 1,400 people in Delaware. As part of the State's outreach efforts to promote the advantages of doing business in Delaware, the international team regularly reviews the businesses in-state to ascertain where expansion possibilities exist. We believe Barclays management is strong and will seek to increase their business in the U.S. When Barclays PLC acquired Juniper Financial Corporation in 2004, approximately 400 employees handled U.S. \$1.4 billion in receivables and 700,000 accounts. We recognized the obvious; Barclays had increased employment in Delaware from 400 to 1400 in four years and continued the momentum for growth.



Recognizing the importance of maintaining and expanding personal contacts and relationships world-wide, it was important for the Governor of the State of Delaware to meet with Barclays parent company executives and assure them of Delaware's continued commitment.

Delaware's International Trade and Development team arranged for Governor Minner to meet with Anthony Jenkins, CEO of Barclaycard at their world-wide headquarters in London, United Kingdom. Accompanying the Governor were Jennifer W. Davis, Director of the Office of Management and Budget and John Pastor Director of International Trade and Development

On February 26, 2009 as we write this Annual Report, Barclays announced the expansion of the bank's Delaware-based U.S. credit card business -- Barclaycard US -- including the opening of a 70,000-square-foot "customer contact center" outside of Newark, Delaware.

Barclaycard U.S. currently employs about 1,400 people in Delaware, and hopes to have about 300 new workers in place at the call center when it opens. The expansion was prompted by soaring growth in the British bank's U.S. card business which has doubled its lending total to \$11.22 billion since the end of 2007.



AstraZeneca, London

AstraZeneca (AZ) U.S. in Wilmington, Delaware employs more than 4000 people and is important to the economy of our State. Delaware's International Trade and Development team arranged for Governor Ruth Ann Minner to meet with senior executives of AZ at their world head office in London, United Kingdom.

On October 9, 2008 Mr. David Smith hosted Governor Minner, Jennifer W. Davis and John Pastor at AZ head office London. Mr. Smith is a member of the AstraZeneca Senior Executive Team responsible for Operations and leads the global Manufacturing and Supply organization. Joining Mr. Smith were Mr. Simon Lowth, AZ's Executive Director and Chief Financial Officer and Mr. Chip Davis, Vice President of Corporate External Relations for AstraZeneca Pharmaceuticals LP responsible for overseeing the corporate interaction with federal and state governments in the United States.



15 Stanhope Gate, London

The importance of Delaware's senior elected officials meeting with key decision makers at global corporations is vital to maintaining an open dialog. Easy communication ensures information is exchanged, avoiding possible misunderstanding and maintaining good personal relationships. AZ jobs are important to Delaware's economy especially in today's global economic conditions.

Consolidation of companies in the pharmaceutical industry sector will continue on a global scale and we continue to be concerned about the business impact on Delaware. The international team makes every effort to maintain strong personal relations with business executives to better understand their needs and retain or expand employment opportunities for Delawareans.



GERMANY

Munich, Germany – October 2008 - Prof. Dr. Hans-Jorg Bullinger, President and Chief Executive of Fraunhofer and several senior Fraunhofer executives hosted Delaware Governor Minner at their headquarters in Munich.. These meetings were focused on understanding current and future Fraunhofer research as well as discussing expansion opportunities in Delaware.



Delaware has partnered with Fraunhofer on the Fraunhofer Center for Molecular Biotechnology. This center now employs approximately seventy-five high technology specialists at the Delaware Technology Park in Newark, Delaware (photograph).

Governor Minner and John Pastor also met with Professor Horst Langowski, Director of the Fraunhofer Process Engineering and Packaging Institute. Professor Langowski is planning to establish a new institute in the United States and we explained the distinct advantages of locating this facility in Delaware.

At the reception and dinner hosted by Professor Bullinger, The Fraunhofer Medal was awarded to Governor Minner. In his bestowal speech, Professor Bullinger, emphasized that due to Governor Minner's leadership and continued support, the Center of Molecular Biotechnology CMB has become a reputable, internationally accepted research unit, with a number of large grants and contracts, including projects from the Bill and Melinda Gates Foundation. Furthermore, the Center was able to flourish in Delaware's viable life science network and create partnerships with universities and other businesses involved in the biotechnology sector. "Indeed," Bullinger announced, " our partnership with the State of Delaware continues to be a model for other Fraunhofer units in the U.S. and elsewhere."

The Fraunhofer Medal is awarded and approved by the Fraunhofer Board of Directors to dignify internal and external persons with special autonomous, most deserving accomplishments regarding Fraunhofer. The Medal, along with the Certificate of Merit, is delivered personally by the President of the Fraunhofer-Gesellschaft.



SWEDEN

Kalmar, Sweden: Exchanges between Kalmar and Delaware continue to expand. Kalmar University and the University of Delaware are expanding their research collaboration and are establishing student exchanges. In November, Kalmar Mayor Johan Persson and Kalmar University Rector Agneta Bladh led a delegation to Delaware to further promote this relationship. OMB International staff also maintain relationships with AstraZeneca's global research headquarters in Södertälje, Sweden.

Meetings in Delaware included: Hans Duned (City of Kalmar), David Mathe, Delaware International Team, William Montgomery, City of Wilmington, Agneta Bladh (Rector, University of Kalmar), Lars Malmborg (City of Kalmar)



OMB International Staff traveled to Kalmar, Sweden with Mr. William Montgomery, Chief of Staff of the City of Wilmington. Kalmar and Wilmington have been Sister Cities for more than 40 years and we are working with Kalmar officials to promote relations between Delaware and Kalmar. These efforts have resulted in a focus on research collaborations in biotechnology and avian influenza. The University of Kalmar is the leader in avian influenza research and Kalmar's sampling and collection system for migratory birds provided the model currently used at Bombay Hook in Delaware. Recent efforts with Kalmar have focused on expanding student and faculty exchanges between the University of Delaware and the University of Kalmar.



William Montgomery (far right) presenting Wilmington T shirts to Hans Duned, Carl Nyquist, Lars Malmborg, Kalmar Mayor Johan Persson, and Roland Karlsson.



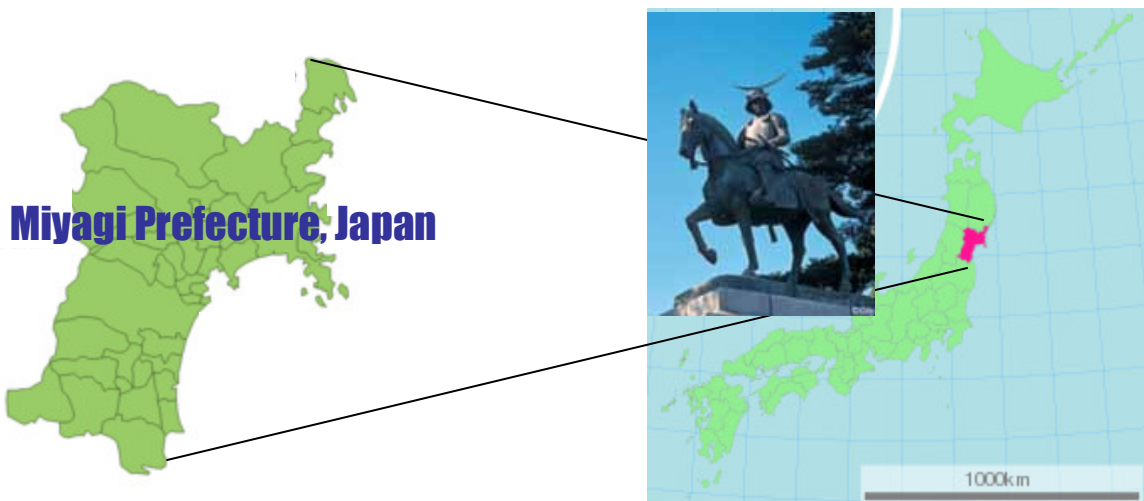
JAPAN

The State of Delaware and Miyagi Prefecture, Japan have a long historic relationship. After several years of organizing various programs and events, the State of Delaware and Miyagi Prefecture signed a Sister-State Agreement in September 1997.

We initiated and successfully developed the high school student exchange program that is now a self sufficient annual event . High school students from Delaware visit Miyagi Prefecture high schools and reside with Japanese families. In turn, Miyagi high school students travel to Delaware and live with student families in Kent County.

In 2007, Miyagi Governor Yoshihiro Murai visited Delaware and agreed to develop a focused business-to-business exchange program. In 2008 we initiated the business to business linkages and Miyagi provided Delaware's International Trade team with a list of Miyagi technology businesses interested to partner with similar Delaware based firms. In cooperation with Mr. Bob Dayton, President of the Delaware BioScience Association, we identified Delaware technology firms to link with the Miyagi businesses. Arrangements were made to introduce Microbio, a Miyagi biotechnology business with MIDI, a Delaware based technology firm. Initial communication was established and Mr. Hiroyuki Ogawa, President of Mircobio, visited Delaware to meet personally with Mr. Charley Carter of MIDI. Both companies continue to develop a mutually beneficial partnership.

In today's global economy providing business to business linkage and creating joint partnerships are important to the continuing growth of our economy. In partnership with Miyagi Prefecture Government, we plan to expand business match-making opportunities for Delaware and Miyagi technology enterprises in 2009.



ITALY

OMB international team provides vital staffing and support to the Delaware Commission on Italian Heritage and Culture. Calendar year 2008 saw the Commission support two large projects: a summer secondary teacher / educator training program in Italy and the dedication of a monument to Italian explorer Giovanni da Verrazzano in Delaware.


Italian explorer Giovanni da Verrazzano led the first documented European exploration of the mid-Atlantic coast in 1524. The Delaware Commission on Italian Heritage and culture has been working since 2005 to create a monument to honor this historical achievement. The monument to Verrazzano was dedicated on October 18, 2008 on the boardwalk in Rehoboth Beach at Olive Avenue.

The Commission provided the funding to support 13 Delaware secondary educators and administrators to participate in a two week training program in Italy. The primary goal of the training was to educate the participants on the rich historical and cultural heritage of Italy. This knowledge would stimulate the creation of curricula that would be used in Delaware secondary schools promoting this rich heritage and highlighting the strong ties that exist between Delaware and Italy. A secondary goal was to generate interest in the potential of expanded Italian language courses being offered in the secondary schools.



The International Trade Office staff also facilitated the opening of the IMDA USA trade office on the Wilmington Riverfront. We have been meeting with officials from the Union of Mountain Communities (UNCCEM) in Italy for several years to foster relations and encourage collaboration between Delaware and UNCCEM. In the fall of 2008 UNCCEM U.S. subsidiary, IMDA USA officially opened their first U.S. office in Wilmington, Delaware.

Contacts initiated and nurtured by the International team has led to the participation of various Italian delegations at the Annual Vendemmia Wine Festival at the Wilmington Riverfront. Commissioner Jimmy Gambacorta speaks with guest Mike Conway at the 2008 festival.



David Máthé presents a Delaware flag to Luigi Cappellini, head of the Verrazano Center for Historical Studies. The flag was flown over Legislative Hall in Dover and draped the Verrazzano monument at the dedication in October 2008.



ISRAEL

In May 2008 Mr. Seth Vogelman, Delaware's representative in Israel made his annual visit to Delaware. Mr. Vogelman conducted several seminars co-sponsored with the World Trade Center. He also met with Delaware companies interested to expand business in the Middle East.

One of the Delaware companies which decided to learn first-hand about opportunities in the region was **Analtech, Inc.** in Newark. Mr. Ken Grant, Director of Sales and Marketing, provided the following summary and photographs of the meeting:

Steven Miles, General Manager for Analtech, Inc., met today with Seth Vogelman of Delaware's Middle East Trade Office as part of a session coordinated by the State International Trade and Development office and the World Trade Center Delaware.

"Our company has been doing business with Middle Eastern countries for many years, but I was absolutely shocked at how much more there is to learn," said Miles. "Seth Vogelman shared a wealth of knowledge today including some do's and don'ts of communicating with the people of these countries. I look forward to tapping Seth for more specific information that will help our product sales to grow in that region of the world."



Steven Miles and Sean Curran, WTC

Analtech, Inc. is the only U.S. manufacturer of Thin Layer Chromatography Plates and equipment, is a proud member of the Delaware BioScience Association and is grateful to the Delaware Office of International Trade & Development and the World Trade Center Delaware for its continued support of businesses in global markets.



Vietnam

Delaware exports to Vietnam increased from \$1.4 million in 2006 to \$9.2 million in 2008. Poultry exports continued to increase in 2008 representing 61 percent of the value of products purchased by Vietnam from Delaware.

Delaware Exports to Vietnam in 2008

	Description	ANNUAL 2006	ANNUAL 2007	ANNUAL 2008
	TOTAL ALL COMMODITIES	\$1,398,938	\$4,588,897	\$9,154,962
1	Meat And Edible Meat	170,412	1,102,084	5,597,632
2	Optic, Photo Etc, Medic Or Surgical Instruments Etc	954,172	1,422,250	1,514,343
3	Vehicles, Except Railway Or Tramway, And Parts Etc	0	683,835	1,076,026
4	Plastics And Articles Thereof	34,927	1,138,976	369,188
5	Industrial Machinery, Including Computers	98,147	86,429	193,654

In the 1990's Delaware was invited by the United States Government to conduct economic development programs in Vietnam in partnership with the University of Delaware and funded by the U.S. Agency for International Development. Conducting these programs in Vietnam allowed us to meet with and develop personal relationships with a number of people in government, businesses and educational institutions. Delaware was a leader in assisting Vietnam toward a market economy and fostered the United States – Vietnam Trade Agreement.



The Delaware delegation included representatives from the State, Delaware State University, Wilmington University and the private sector.

In November 2008, Delaware's international team organized a trade mission from Delaware to Hanoi and Ho Chi Minh City. The primary focus was to meet with businesses that are expanding globally; educational institutions which are interested to partner with U.S. counterparts; and government officials.



The Vietnam Chamber of Commerce and Industry organized a seminar for Vietnam businesses, associations, and institutions to learn about Delaware. More than 30 people attended who were interested to expand economic links with Delaware. Additional one-on-one meetings included the Vietnam National University, University of Economics HCMC, Vietnam, Peoples Committee of HCMC, Ministry of Foreign Affairs, Ho Chi Minh City Union of Friendship Organizations, DongA Bank and small and medium size enterprises.



Shanghai, China

Green Technology from Shanghai. Attracting foreign companies with new technology is the goal of every government. In 2008 we were invited by Ms. Mie Mie Stickler of B&W Tek to meet with Mr. Semi Qian from Blue Arrow Contract Manufacturing Co., Ltd., from Shanghai, China. During our conversation we learned Mr. Qian developed a simple conversion kit to retrofit the electric lights now used on highways and parking lots into solar LED lights. The device is grid connected and can act as a green energy source for regional grid users. Mr. Qian was also interested to expand his business and manufacture the solar light system in the U.S., close to the marketplace.

Successful Asian businessmen are cautious when entering new markets such as the U.S. Therefore, the best option to attract Blue Arrow was to link Mr. Qian with a local successful businessperson; he was introduced to Dr. Floyd Ho of Leeber Limited in Newark. A partnership was formed between Dr. Ho and Mr. Qian to establish Blue Arrow in Newark, Delaware.

The first solar light system was installed at Pencader Industrial Park when this report was written.



Beijing, China

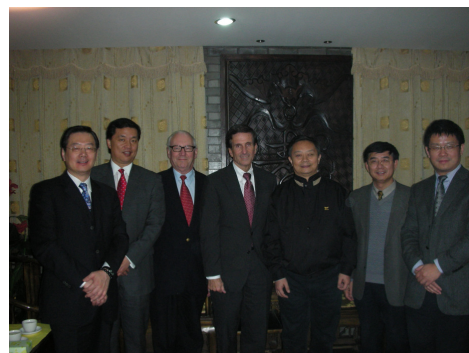
Delaware's corporate governance and business laws are studied at universities world wide, including China. The Corporate Governance Forums we have successfully conducted in Asia during the past three years were translated into Chinese and disseminated to many universities throughout China.



Delaware Supreme Court Justice Randy Holland standing in front of one of many posters announcing his visit and seminar.

In December 2008, Delaware was invited to conduct a seminar at the Chinese University of Political Science and Law focusing on the laws of the State of Delaware. Justice Randy Holland was the Keynote Speaker at the standing room only event.

The Delaware delegation meeting with University officials in Beijing.



Taipei

Corporations world-wide look to the State of Delaware for best practices in Corporate Governance and business laws. Mr. Eric Chow, Director of the Delaware office in Taipei organized the Fourth Annual Corporate Governance Forum. Delaware Supreme Court Justice Honorable Randy Holland was the Keynote Speaker at the event. Justice Holland spoke daily at programs we organized with: Soochow University, Corporate Governance Association, Judicial Yuan, Securities and Futures Investors Protection Center, Judges & Prosecutors Training Institute, National Taiwan University, and the Financial Supervisory Commission.



▲美國德拉瓦州最高法院霍蘭大法官（左五）拜會總統府並合影留念。

Justice Holland and the Delaware delegation meeting with Honorable Lai Yin-Jaw, President of Judicial Yuan.

Presentations and discussion included: Minority Shareholder Protection to Corporate Governance; The Role of the Equity Court in Corporate Law Related Disputes; Establish a Business Friendly Legal Environment; Business Friendly vs. Investors Protection; Challenges of Corporate Governance on Capital Market; Corporate Governance for Financial Institutions; Current Issues of Financial Holdings in Taiwan; New Roles for Corporate Boards; Functions, Changes of Legal Liabilities and Performance Evaluation; The Causation in Civil Liability; The Scope of Insiders on Insider Trading – Crimes; and Fiduciary Duty in Insider Trading.



Networking with members of the Poultry Association who continue to purchase Delaware poultry. Philip Chen, Tsai-Yuan Shih, Kang-Te Chang, exchanging business cards with Alex Tsai.

Photos from the reception hosted by Corporate Governance Association.



John Pastor promoting Delaware's chickens with James Chuo, President of the Poultry Association; Yuan-Yu Cho, Executive Director and Alex Tsai.



Networking: Henry Tsai, Vivian Huang, John Pastor, Margret Wang, Randy Holland, Claire Chu and Alex Tsai



DELAWARE

Taiwan Judicial Delegation visit Delaware

The State of Delaware is recognized as the leading State in the United States for incorporations and judicial expertise in business matters. Delaware's Taipei Office annually co-hosts a series of Corporate Governance programs in Taipei. The Honorable Randy Holland, Delaware Supreme Court Justice is the Keynote Speaker at these events. We invited and hosted the Taiwan Judicial Delegation in Delaware September 14 – 26, 2008.

The delegation members were awarded first-hand opportunity to participate at several legal events and meet with Delaware's Governor, judges, educational institutions, and attorneys. The group received a Delaware Supreme Court Orientation by Justice Randy Holland and met with: University of Delaware; Widener University; Division of Corporations; Superior Court Judge Peggy Ableman; Superior Court Judge William Carpenter; and Chancery Court Vice Chancellor Parsons; they witnessed a motion before Superior Court Judge Richard Cooch; and listened as Vice Chancellor Stephen P. Lamb heard oral argument in a derivative case.

The delegation also met with local Delaware attorneys. Justice Holland arranged for a meeting with Judge Kent Jordan, United States District Court in Wilmington and a visit to the U.S. Supreme Court in Washington, DC.

Governor Minner hosted the delegation at a Reception and Dinner at Buena Vista with Delaware leaders.



Justice Henry DuPont Ridgely– Robert Chou, Formosa Plastics Corporation-Judge Wei-Hsin, Lee and Justice Jack Jacobs



Representative Melanie George Marshall meeting Jeffrey Wang, from Tecro

Vicki (Yu-min) Fu, Tecro-Ben Hsu, Quest Pharmaceuticals- Eric Chow- and Jeffrey Wang, DCB Taipei



Washington, D.C.

Pastor is recognized for his role in the establishment of trade links between Taiwan and Delaware.

April 23, 2008- John A. Pastor, Director of International Trade and Development for the State of Delaware, Office of Management & Budget, was presented the "*Friend of Foreign Service Commemorative Medal*" in recognition of his invaluable role in the establishment of heightened trade links between Delaware and Taiwan. "The *Friend of Foreign Service Commemorative Medal* was established by the Ministry of Foreign Affairs of Taiwan to award foreign friends in recognition of their unrelenting endeavors to promote Taiwan's foreign relations and trade." Dr. Jaushieh Joseph Wu, Taiwan Representative in the U.S. was personally responsible for Mr. Pastor's nomination and was the individual who presented the Medal to him. Congratulatory letters were also read from U.S. Senator Thomas R. Carper, Governor Ruth Ann Minner, and Director of Office of Management and Budget, Jennifer W. Davis. "Tasked in 2000 with establishing a long-term trade with Taiwan, Mr. Pastor opened Delaware's office in Taipei and appointed its first director, Mr. Eric Chow. Since then, Taiwan and Delaware's economic relationship has continued to flourish."

The presentation was made at a dinner hosted by Representative Wu in Washington, D.C. with approximately one hundred invited guests including International Trade Directors from other U.S. States. The event coincided with the Annual Meeting of State International Development Organizations (SIDO) which was founded by Mr. Pastor.



Dr. Jaushieh Joseph Wu, Taiwan Representative in the U.S. presenting the *Medal* to John Pastor





The Eastern Trade Council

David Máthé, Delaware was elected as the Chairman of the Eastern Trade Council and will lead the organization in 2009.

The Council of State Governments Eastern Regional Conference (CSG/ERC) formed The Eastern Trade Council (ETC) to increase exports from the region and expand the region's job base. The ETC seeks to strengthen state and regional economic competitiveness in the global marketplace by sharing trade development information, jointly promoting regional products, and collectively advocating for federal trade promotion programs and policies which will benefit the region.

The ETC members include the Northeastern states: Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont and Puerto Rico. The state Trade Directors from the eleven member jurisdictions were appointed as members of the ETC Board of Directors. Since its creation, ETC's Board has met quarterly and to select regional trade development projects.



State of Delaware

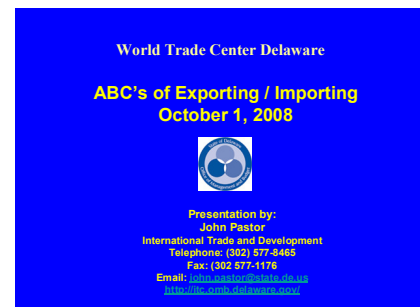
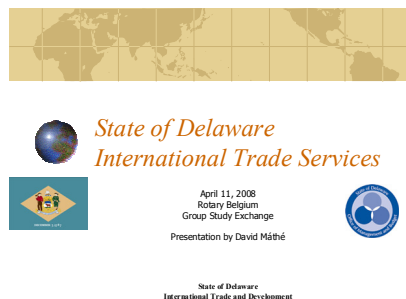
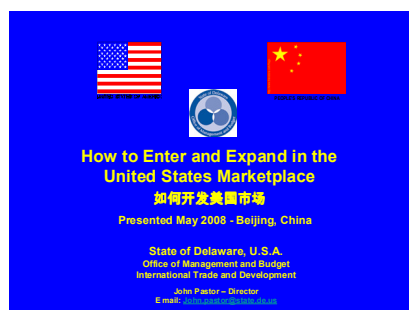
International Trade and Development

The International Trade and Development office is the primary office in the State of Delaware government regarding global trade and business and is the one stop resource for international trade assistance and information in the State. Experienced staff develops programs to strengthen Delaware's international economy and provides assistance to all Delaware business sectors including: Agriculture, Construction, Legal, Manufacturing, Transportation, Communication, and Services. International staff meet regularly with Delaware businesses throughout the state to advise and assist in their international business efforts.

International Trade staff host and arrange the schedule for trade delegations visiting the State; is the primary agency responsible for international trade missions and trade shows; and coordinates an international intern exchange program in cooperation with other agencies of the State, county and city governments as well as private businesses. Functions of the international trade office include:

- ◆ Assist Delaware companies to enter and compete in global markets
- ◆ Increase exports by positioning Delaware products in foreign markets
- ◆ Lead trade missions overseas
- ◆ Manage State's overseas representatives
- ◆ Coordinate State's international activities among various state agencies
- ◆ Liaise with United States government agencies on global initiatives
- ◆ Promote international investments in Delaware

Delaware's International Trade and Development staff create focused presentations to businesses and organizations in Delaware and around the world.





State of Delaware
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